

The PDP-11: Yesterday, Today and Tomorrow

Twenty years ago, production began on Digital's longest-lived family of general purpose computers — the PDP-11.

With over 20 members of the range, including two new systems announced last month, some 600,000 PDP-11 computers have been shipped since the introduction of the PDP-11/20 in April, 1970.

An entire generation of computer professionals has grown up working with PDP-11 systems. From some of the earliest models installed in US elementary schools through to the later systems installed in colleges and universities, students have gained familiarity in a product family that became an industry comparison standard for 16-bit-word-length systems.

That expertise, coupled with the power and flexibility of the PDP-11 systems, has been responsible for the development of applications in every major area of human activity.

The newest members of the family — the MicroPDP-11/93 and PDP-11/94 systems — while providing up to 40% more performance over the previous high-end systems, are fully compatible with earlier PDP-11 systems, protecting customers' application software investments that in some cases span decades.

How It All Began

Back in 1969, the 12-bit PDP-8 was *the* minicomputer and Digital was the PDP-8 company.

Several firms had already introduced 16-bit machines, and customers were anxiously awaiting Digital's answer to the competition. The prospect of a 16-bit computer had been discussed for several years. In fact, two projects had been started but were eventually abandoned.

Two central processors — an 8-bit and a 16-bit — were partially designed. An 8-bit memory was ready for release. Software was underway. Packaging had been designed. A common data bus would tie together central processor, core memory and peripherals as



system units that could easily be replaced or added to.

But the processor design was not crystalizing. Benchmarks were run and instructions added, one change led to another and another, with no end in sight.

Finally, in March, 1969, the decision was made to switch to an entirely new 16-bit architecture that simplified programming and took full advantage of the common data bus which became the UNIBUS.

Work then proceeded at a frenzied pace to get a machine ready for market. Digital was coming from behind and the pressure was on.

In April, 1970, a little over a year after adoption of the new design, we delivered our first PDP-11 — not just another 16-bit computer but the start of a family that has grown at a phenomenal pace.

Now, in 1990, with the introduction of two new PDP systems, Digital is celebrating this 20th anniversary, marking our commitment to the PDP-11 technology and to the many customers who have based their success on the PDP platforms. ■

**NEW ZEALAND
ADVENTURE HOLIDAY
TO BE WON**
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Overview: Ken Olsen

In the 1950s, a computer was the size of a room, cost millions of dollars and could only work in an almost sterile, air-conditioned chamber. Those were the dark ages of the computer industry, a time when the world at large had no vision for, and no belief in, the advantages of computer technology. Those were the days when a young Ken Olsen decided to prove the usefulness of computing.

In some 40 years in the industry, Ken has been the



forerunner of a lot of changes. Having captained Digital through its growth into a global enterprise, his industry knowledge and understanding is vast. And he knows how to impart that knowledge in a style that is simple, direct and convincing — by parable.

In this 'Overview' Ken answers questions on two of the major issues facing Digital today: customer satisfaction in an industry that is highly competitive and a marketplace that is economically depressed; and UNIX*.

Given Digital's preoccupation with VMS, our proprietary operating system, is it really possible to be committed to both VMS and UNIX?

I say it's like loving two children. Today, we have two children, one sixteen years old: agile, athletic, bright, exciting and fun. He can do breakdancing better than anybody you know.

The other is a forty-year-old. He's got a little moustache now, a beard, and is balding a little bit. He's confident, fast-moving and bright — can't do breakdancing, but he can run an international business.

Now, to point out what one can do that the other can't, and vice versa, doesn't mean you don't love both. It doesn't mean you've invested more in one. It doesn't mean you want one to succeed and not the other.

It *does* mean that you have to always evaluate each one and work to make them *both* strong. It's irrelevant with your kids as to who wins...you can really wish they both would win.

In our view — and I think our competitors have the same feeling — what we gain from UNIX is very important...the applications we can transfer on UNIX because of standards. But, each one of us will work to make our UNIX tools more reliable and more secure. That is what's going to keep the computer industry exciting, give us room to compete and continue to work hard to make all the users happy.

Much of the computer industry is in serious trouble. If you look at the list of computer companies, very few have a significant

operating system or the products to go with it. We have it all and yet we are not getting the market share that we should. How should we be selling?

If you go into a fine restaurant, all your contact is with the maitre d'. The maitre d' takes care of all your wishes without a hassle. There are chefs and many people to serve you, but you don't notice them. Nobody knows how many chefs there are. It is a pleasant evening and you look forward to coming back again. That's the way it should be.

But instead of operating like that, we follow modern management techniques learned in business school. Service is way down the list of priorities. The most important thing is to measure everybody because, obviously, you get what you measure.

Some customers who are used to the first restaurant nicely ask the maitre d' if they could have a piece of the steak cooked well one side and cooked less on the other side. In this restaurant they use 'process' for making decisions. So the maitre d' goes back and negotiates with all the chefs and there is an argument about who will get what share. In this restaurant there is a meat chef, a fish chef, a salad chef, a pastry chef, a dessert chef and a wine steward. And the important thing is to measure each one. They hold a 'woods meeting' to talk about it. Then the maitre d' comes back and explains the problem. Meanwhile the people are getting hungry.

The customer just wants a meal. He only wants to deal with the maitre d'. He doesn't want to get in the middle of contests between

all the different people who are measured.

In the other restaurant the customer never notices the six people who quietly serve. In this one they are all vying to be the one who serves, and they argue whose right it is to serve whom, even though the customer doesn't care.

That's the way many customers look at us. We have to get away from process issues and change our mindset. Instead of explaining our internal processes to customers, we should be focusing on solving customer problems.

Many of the committee meetings and staff meetings we hold aren't really needed because we have no clear questions to resolve. If the question was clear, we could give an answer — yes or no — without all those presentations.

Process people need consensus to make decisions; and every time they look for consensus the process gets bigger.

I will tell you how you run 'consensus'. The manager makes the important decision and then a meeting is held to talk about how they are going to do it.

We have to give up the processes to which we have become devoted and act like the first restaurant where the maitre d' makes the decisions that satisfy the customer. We have to let our Salespeople stand on their feet and make a deal. Our process just keeps us from simply telling the customer, "We have a solution for your problem." ■

* UNIX is the multi-user operating system developed by AT&T which runs under our enhanced implementation, ULTRIX.

Simplification in Action

A good idea about Digital's loan process becomes policy.

If your job doesn't have anything to do with loan equipment, changes to the loans policy announced last March may not seem very important.

At first glance, that is. It's true that the changes announced by SPR Systems Business' Jega Rajan and SPG PSS Manager Jon Foo are a blessing to Sales and Sales Support staff, because they greatly simplify and decentralise the loan process.

Just as importantly, the new policy proves that good ideas from employees *anywhere in the company* can help change the way internal procedures are organised.

Two Melbourne (MEO) Digits — Sales Support Consultant Peter Marshall and Melbourne Sales Support Manager Tony Bonanno — saw a way to do just that. They responded to Frank Wroe's "I Want to Contribute" program earlier this year with a suggestion that we establish a single loan process for all of our products, and thereby simplify our internal workings.

Another in the Field with a similar idea was Sales Unit Manager Ian Ramsay, who proposed a single-signature software loan program.

The new policy proves that good ideas from employees can help change the way internal procedures are organised.

Little did Peter, Tony and Ian know, but throughout 1989 a number of Regional staff had been pushing to decentralise and simplify the way Digital lends systems out to customers. Those people included Valerie Nicholson, Geoff Mason, Fidelma Warner, Jane Thornton, Albert Moschner, Tony Baynes and Jega.

Cross-Functional Cooperation

With so many Digits rallying to its cause, this was one good idea that wasn't going to go away.

Another reason was that the process that they wanted changed was, to say the least, unwieldy. It made Salespeople follow two different processes — one for systems loans, including those from the Enterprise Integration Centre (nee CSS), another for software only — and with two groups of different Digits.

"The process was tortuous," says EIS Operations Manager Jane Thornton. "There was a great deal of faxing backwards and forwards between Field and Regional offices."

To complicate matters even further, several versions of the loan agreement also existed.

Ideas are the product of genius; transforming them into reality, however, usually requires hard work. Getting the job done involved Jega Rajan, Fidelma Warner, Donna Lennon, Jane Thornton and Customer Operations' Richard Sicard.

On May 1st, the idea became policy and we now have a simple, productive process covering all eligible products* ranging from hardware and EIC products to software.

Putting Responsibility Where the Need Is

A vital component of the new policy is that it decentralises the way requests for loans are approved. Field managers have more flexibility and authority in making decisions about loans. All requests for loans are now justified jointly by the Sales Unit and Customer Support Managers who are, after all, nearest to the Salespeople and customers requesting loans.

"Paperwork is minimised because approvals and legal agreements now only occur in the Branch office," Jane explains. "The reduced time and effort needed to get loan equipment translates into a faster service to our customers."



EQUIPMENT LIKE the VAXstation 8000 is popular for loan and demonstration purposes.

The new policy is also a significant step towards reducing levels of loan equipment and increasing demonstration equipment.** Says Jane: "An adequate and properly managed inventory of reusable demonstration equipment means greater productivity, and the result of that is reduced cost of sales."

Since the changed policy addresses processes in the field only, Jega Rajan says, "We're working with Customer Operations

and Manufacturing to further streamline the delivery of products, including software PAKs" (Product Authorisation Keys which allow our software to run on our machines).

At the time of this writing, system requirements have been submitted to the Systems Support Group for functional specifications and, eventually, coding and testing. This will ensure that all loan agreements are processed through current order processing and delivery systems, resulting in the automation of delivery and a reduction in processing time of, says Richard Sicard, 72 man days every year.

Facts like that speak for themselves.

So does this: after the idea for a new loans policy was mooted, it was effectively and efficiently implemented across many functional boundaries — EIS, Customer Operations, the Systems Business Group and Sales.

And this: the company is committed to simplifying processes and increasing productivity.

The "I Want to Contribute" program is working. Still, it can work better. It needs *your*

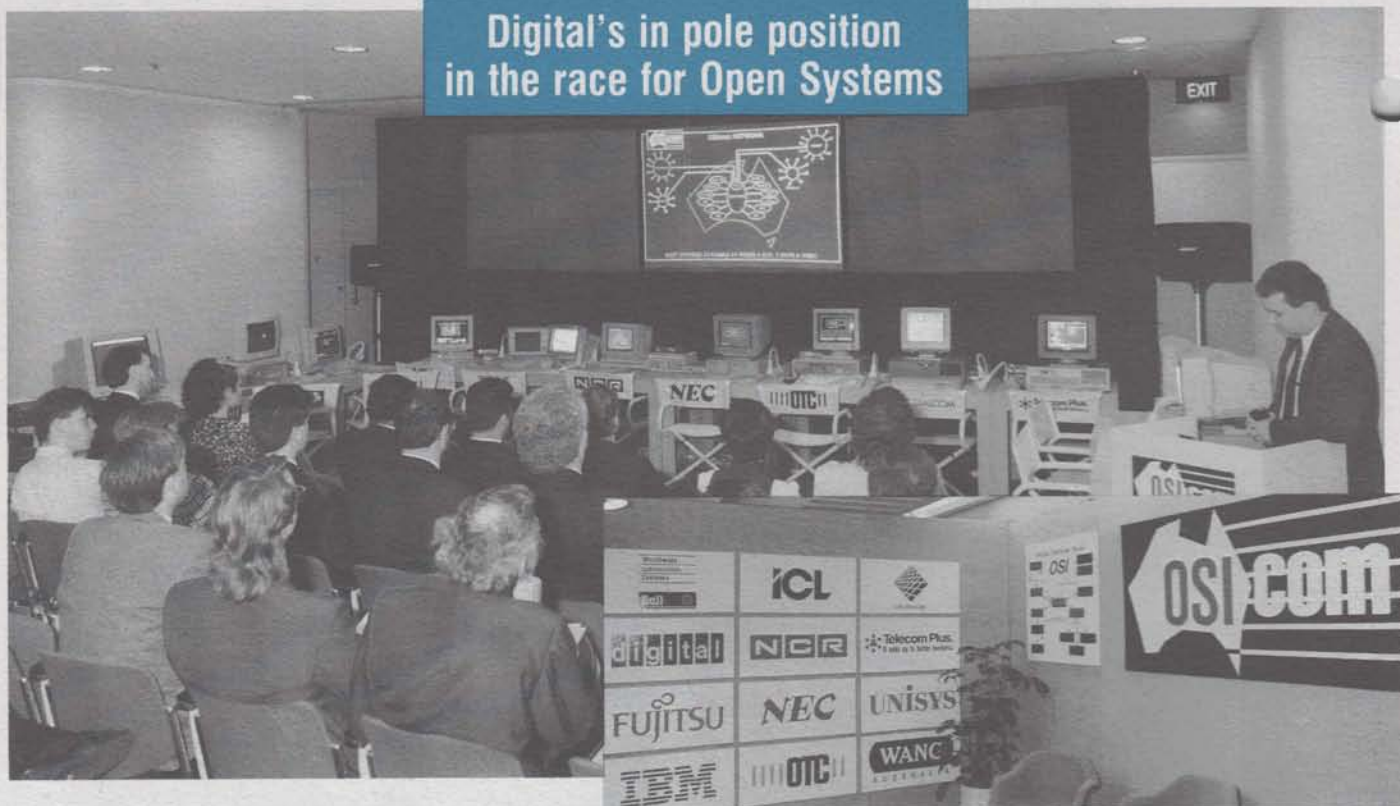
help. If you have an idea that could simplify a work practice, improve our ability to deliver to the customer, or which simply makes good business sense, please write to Frank Wroe at COSTSAVERS on ALL-IN-1. ■

* Because of contractual arrangements with some of our suppliers, not all products can be loaned.

** Management of demonstration equipment remains unchanged.

OSIcom Stands Us in Good Stead

Digital's in pole position
in the race for Open Systems



If our customers didn't know that we're leaders in Open System technology before ATUG'90 — the Australian telecommunications exhibition held at Melbourne's World Congress Centre in May — they should now!

Many of the 10,000 visitors to ATUG spent time at the OSIcom stand, seeing Digital and eleven other vendors demonstrate recent advances in Open Systems Interconnect (OSI).

OSI is the international standard software that makes communications possible between computers from different vendors.

In a stunning multimedia live demonstration, Digital and our OSIcom partners demonstrated:

- multivendor message handling via X.400
- revisable document interchange, known as ODA
- electronic document interchange (EDIFACT via X.400)
- and file transfer via FTAM.

Proudly, we can boast that Digital was the only vendor that was capable of demonstrating all four of these OSI technologies — two of which were shown live for the first time ever in Australia.

Big Business Benefits

"Within the next few years Open Systems will be an indispensable part of business like the telephone — users will gasp at the prospect of doing business without it," says MEO International Marketing Consultant, Open

Systems Cooperative, T&N Mark Barron, current Chairman of OSIcom.

OSIcom (pronounced "Aussie-com") is a non-profit organisation formed in 1987 to promote OSI and, along with sister organisations around the world, it has come a long way in a very short time. OSI technologies demonstrated at ATUG left no doubt that OSI brings business benefits — today.

At the stand's theatre, Digital and other OSIcom members Bull HN, Fujitsu, IBM, ICL, NCR, NEC, OTC, OTC Dialcom, Telecom Plus, Unisys and Wang formed a hypothetical manufacturing company wanting to bring a new telephone to market. The benefits of

transacting business between disparate computers in dispersed locations, from original design through to manufacturing, accounting and retail sales, were not lost on visitors to the stand over the three days.

Following each live 45-minute demonstration, one-on-ones were then held in a large room adjacent to the theatre. There, our products were shown to offer high-quality, seamless integration, and a user interface that makes the use of the technology transparent.

Mark says: "OSIcom's participation in ATUG'90 was a tremendous success. We set out to influence government, multi-national corporations and big business and succeeded — senior representatives from each of these industry sectors said they were most impressed."

The success of OSIcom's stand at ATUG was in no small part due to Mark's hard work and that of MEO Marketing Administrator Mary Furlong, MEO Principal Network Specialist Mark Barnhoorn played a vital role in establishing interoperability with the other vendors.

Assisting with making the event such a resounding success were all members of T&N's Open Systems Cooperative based in Newbury/UK including Chris Read, Steve Barker, Kevin Butler, Colin Hope-Murray, Christine Toms and Sonia Greaves, Dale Mynott/Creative Services, Andrew McCoy/MEO Principal Network Specialist, and Peter Lyons/MEO Principal Open Systems Specialist. ■



DIGITS WHO HELPED make it all happen on the day (from left to right): Mary Furlong, Mark Barnhoorn and Mark Barron.

Rhodes

The Countdown Begins

Just around the corner now, in a matter of days for some and a few short weeks for others, is the move of SPR headquarters staff to their new building in Rhodes.

It's taken many months to develop the schedule but at last the Move Task Force is confident that the timing of the move will maintain productivity, despite the major effort involved in relocating.

The move is phased over five weekends, starting this month and ending in August. Most people will move after the busy period — the end of the fiscal year.

To help employees with their relocation, four publications have been designed. The first, the Orientation Guide, will be distributed by Maggie Alexander, Rhodes Business Representative, about six weeks before staff move. Some of you will have already received your copy. This Guide presents general information on the facility and how to get there. It aims to orient staff when they arrive.

The Move Guide will be issued by Facilities two weeks before a group is scheduled to move. It describes how to pack up and then what to do on the first day at Rhodes.

A Facilities Guide with an updated Telephone Directory will be waiting for everyone on their desk when they get to Rhodes. This tells people who to call when problems arise and where to find the different functions and facilities.

There will also be a Visitor's Guide to Rhodes available from Facilities to help interstate and overseas employees and customers find their way to Rhodes.

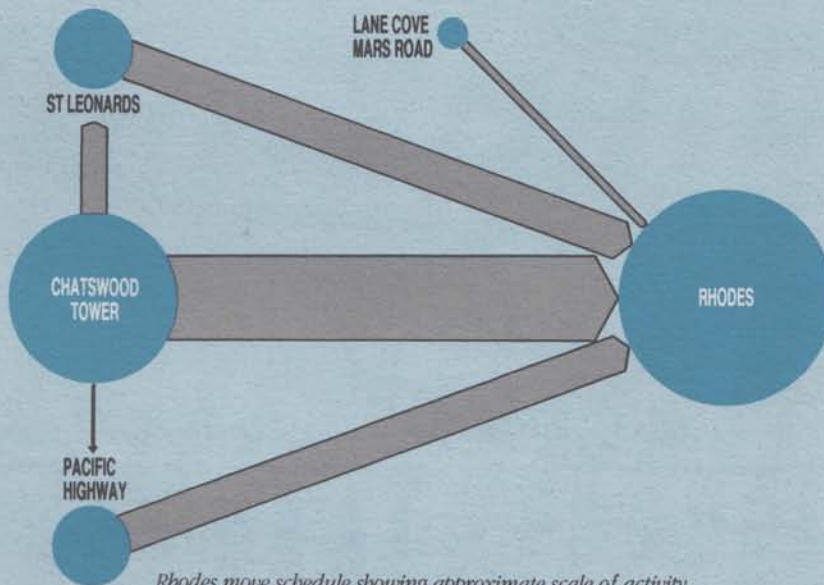
Just like most household moves, relocations can be frustrating but with the proper planning, disruption can be minimal. This is the aim of the Move Task Force, who has meticulously planned this move on your behalf.

If you have any concerns or suggestions to help make the move smooth and easy, send an EM to the Relocation account or put a note in the Relocation Notes File. You can also call Maggie Alexander on x5733 and talk over the matter. ■

Moving to Rhodes

The time is fast approaching when the move to Rhodes will become a reality. Like most household moves they tend to be frustrating by interrupting our daily routines but with proper planning the disruption can be minimised.

The move to Rhodes is however somewhat more complex than the average relocation as there are a number of interdependencies. For this reason the move has been planned over a number of weeks.



Rhodes move schedule showing approximate scale of activity.

The move schedule is basically divided into two groups: (1) covering computers and (2) Personnel, furniture and effects.

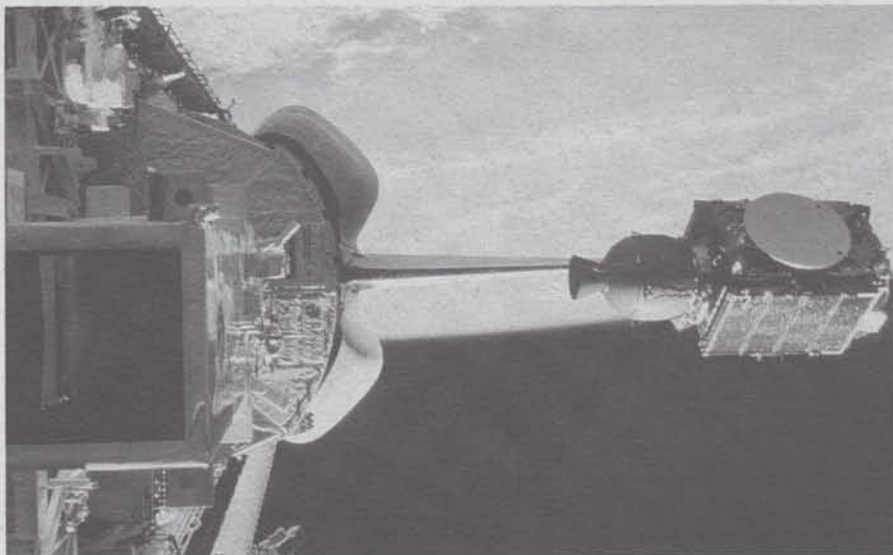
Computer Relocations	From	To	Dates	
Customer Services Training	St Leonards	Rhodes	25-29 Jun	
Sales, Software, Telecommunications	Tower	St Leonards	20-22 Jul	
Finance, Admin & Telecommunications	Tower	Rhodes	3-5 Aug	
Customer Services	Tower	Rhodes	10-12 Aug	
Personnel Furniture & Effects				Nos Pers
Customer Services Training	St Leonards	Rhodes	26 Jun	10
DECUS	Tower G	Rhodes	26 Jun	4
Receipt Stores, Sales, Computer Operations (Part) & Product Assurance	Tower B-5	Rhodes	13-15 Jul	115
Systems Business, Systems Finance, Library, Regional Accounts, Legal, Personnel, Credit, Admin, Marketing, Systems Integration, Systems Support, & Executive	Tower 6-12	Rhodes	20-22 Jul	234
Sales and NSW District	Pacific Hwy	Rhodes	27-29 Jul	90
Customer Operations	Mars Road	Rhodes	3-5 Aug	20
Computer Operations (Part)	Tower 2	Rhodes	3-5 Aug	10
Support Services, Business				
Management Finance, DCSS, and Contracts	St Leonards	Rhodes	3-5 Aug	105
Health Resources	Tower 3	Pacific Hwy	4 Aug	10

A comprehensive 'How to Move' brochure will be issued to all employees prior to the move which will provide details of packing of effects, provision of boxes, labelling etc.

From July 16, Digital Will be at:
410 Concord Road Rhodes NSW 2138
P.O. Box 384 Concord West NSW 2138
Telephone: (02) 561 5252
Fax: (02) 807 2666

Digital is Light Years Ahead

Digital played its part in the history of spacefaring in April when our computers monitored the launch of the Hubble Space Telescope (HST) — an observatory placed in space beyond the earth's atmosphere with an unobstructed view into space and back in time.



Our computers will continue to monitor the condition and safety of the telescope in space as it detects light sources as small and as far away as a flashlight on the moon, and probes a distance of 14 billion light years.

The HST is part of a major scientific exploration program developed by NASA that will eventually feature four orbiting satellites.

Each of these so-called Great Observatory satellites will concentrate on a different segment of the electromagnetic spectrum, from the far infra-red through very high energy gamma rays. Data gathered by the telescope will be available to the astronomical community.

Digital is a subcontractor on the HST program to Ford Aerospace who won the contract to build the HST Operations Control Centre at NASA's Goddard Space Flight Centre.

The Operations Control Centre for the HST is equipped with VAXstation 3200s, VAX 8650s, VAX 6000s and VAX 11-785s. The Data Acquisition and Distribution Centre for the HST utilises VAX 6000 series computers and VAXstation 2000s. The centre is responsible for processing and storing data collected by the telescope. ■

SPR's Legal Eagles

In an electronic Corporation-wide law department conference, held last April and hosted by General Counsel for the Corporation Marty Hoffman, SPR's Stuart Davis was presented with the inaugural Professional Excellence award.

The award recognised the significant contributions made by Stuart in connection with our Australian Tax Office bid.

On announcing the award Marty said that it was made in recognition of Stuart's "cross organisational leadership and heroic achievement in simplifying a highly complex bid to the Australian Tax Office embodying more than 30 other parties as sub-contractors and numerous constituencies within Digital."

There were 15 awardees in total — four from Europe (all in France), three from GIA (from Canada, Hong Kong and SPR) and the balance was made up of US field and US headquarters attorneys.

The awards are designed to recognise excellence and to identify those members of the world-wide law department who have demonstrated legal achievement, significant business impact in their work, simplification with respect to legal work, cross organisational/functional team work, superior client service, legal scholarship and contribution to the legal profession.

The electronic meeting connected some 90

attorneys at 34 sites throughout the USA, Europe and GIA. SPR Legal group's Stuart Davis and George Toussis and Regional Legal Counsel Kim Jenkins were all actively involved in the electronic meeting itself.

The participating lawyers were connected by telephone for audio conference purposes and they were also all connected to VTX for the purpose of using VAXnotes, VTXslides (a new product which is yet to be released) and VMS mail.

The meeting was designed to showcase our technology and the tools available for interactive multi-national conferencing with a large number of participants.

The majority of participants in the greater-Maynard area were housed in the Doriot Conference Room in the Mill where use was made of another new product — Teamware.

Part of the meeting revolved around a case study where telecommunications regulations, foreign corrupt practices issues and anti-trust issues were dealt with in the context of a contract which had multi-national application.

Our George Toussis was the author of the case study and Australia was nominated as one of the discussion leaders on the anti-trust issue. The success of the meeting was in no small way a result of SPR's significant contribution. ■



OUR LEGAL EAGLES joined some 90 lawyers from the company in an electronic conference last April. Pictured from left to right, is our Legal group: George Toussis, Robyn Grant, Stuart Davis, Carole Klosowski and Kim Jenkins.

A Legitimate Way of Buying Without Purchasing

The IPR (Internal Purchase Requisition) system of purchasing in SPR has gained a bad reputation over the years. Sadly, it has become known as "the dreaded IPR". So the Regional Purchasing group has decided to save the innocent IPR from total ruin by instigating a new system that is faster and more simple. Move over IPR and step into the spotlight LVO.

LVO stands for Low Value Order and, barring a few strategic commodities, it will allow you to buy goods and services for your cost centre up to the value of \$A1,000 without reference to the Purchasing group.

The system has been developed in direct response to the call to streamline all our operations and making it easier to do business within the company. SPR, while not the first to implement a system of this kind, is nevertheless a leader. A similar system is currently being piloted in Chicago before being implemented throughout the US.

So the good news is that for many day-to-day items the dreaded IPR disappears altogether and will be replaced by an LVO form which will be supplied to cost centre managers in pads of ten on request. When the pad has been used, return the blue copies to Purchasing and another will be issued. See the flow-chart below for how to use this new system.

As the LVO is sent direct to the vendor it should either be typed or printed legibly so there can be no misunderstandings of our requirements.

Only vendors on the VTX listing may be used and it is important to note that, unlike the IPR system, new vendors will not be added adhoc by the filling in of a VMM form. Recommendations for new vendors may be considered, but their inclusion will be solely at the discretion of the relevant buyer. Any order placed with a 'non-qualified' vendor will need to be put through on an IPR.

Purchasing's role will be on-going sourcing and review of vendors, and the control of the list of LVO qualified vendors. They will also be responsible for review of the process and will control the distribution of the LVO form.

Another feature of the system is the death of the "gold". Cost Centre managers will be responsible for ensuring satisfactory delivery of the LVO goods or services and payment will be made by Accounts without the need of a receiving document, so it will be important to ensure that if there are any problems with goods, contact is made with Accounts in a timely manner.

The heart of the system is the VTX listing of qualified vendors. Kevin Ellwood, who is the

architect of this VTX library, has toiled long and hard to ensure it will be both quick and easy to access any commodity or vendor you may need. Below is a quick reference guide to VTX.

How To Use This VTX System

1. Overview

Before raising an LVO, locate a vendor for the commodity needed by checking the VTX listing. After contacting the chosen vendor for pricing and delivery information, accurately record the **vendor name, address, and vendor code** (together with the **BOA** [Basic order agreement] number if applicable) on the LVO form before logging out of the system.

If no vendor exists or it is a restricted commodity seek the assistance of Purchasing.

Complete the form, obtain Cost Centre Manager signature and place the order direct with the vendor.

2. Using VTX

From ALL-IN-1 type VTX and select "local

infobase", select "Purchasing" and then select option 1 "LOW VALUE ORDER SYSTEM".

Choose menu option *1 "LVO Vendor List — by Commodity" or better still, use a 'key word' to select a list of appropriate vendors for the commodity you require.

3. Using Keywords:

VTX keywords can be used to locate specific information within LOWVAL as a convenient alternative to stepping through the menus. This VTX keyword capability can be accessed from any page selection.

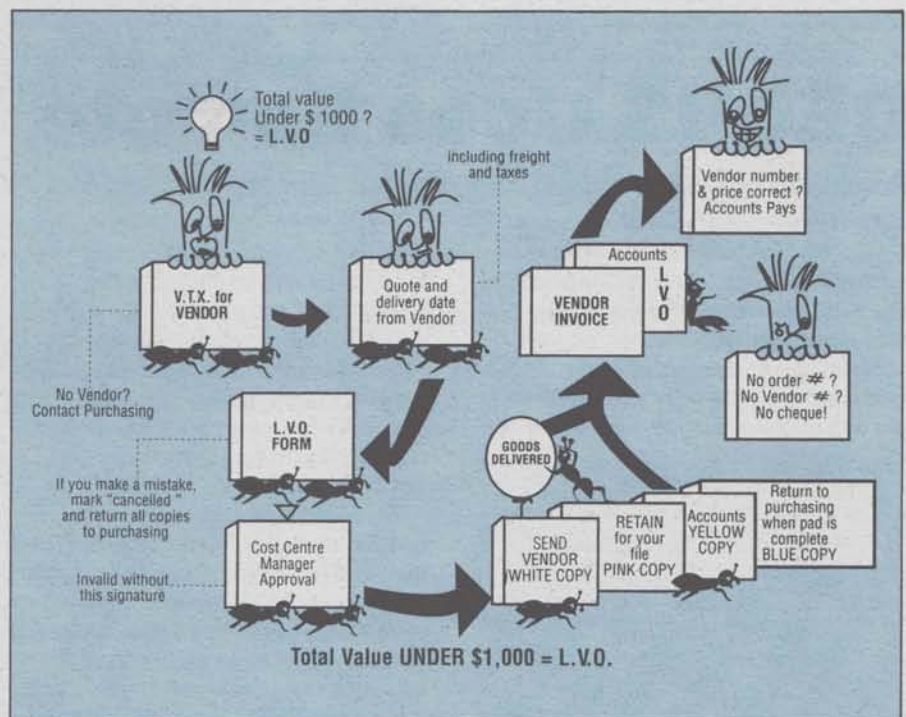
Commodities and vendor names are both VTX keywords. To use, enter **PF1 7** and then all or part of the word followed by an "*" (wildcard) at the bottom of the screen when the command line appears.

Menu selection option *2 "LVO Vendor List — by Vendor" can be used when details of a known vendor are required.

Standard VTX keypad features are used in this system. To access VTX help, simply enter **PF2**. You will find the on-line instructions clear and easy to use. Menu item *6 provides more detailed information if you are a new VTX user.

The Purchasing group launched this new process on June 1 in the spirit of streamlining our operations. They believe it will save you both time and frustration, but they need your co-operation to make it work. Any feedback or suggestions will be appreciated. Just send an EM to Purchasing SNO.

LVO is quick and it's easy so give it a go. And long live the IPR. ■



. Moving Times . . . Moving Times . .



TOM JUOSPAITIS will become the new 'Trader Tom', taking over the Systems Migration and Trade-in role in Integrated Systems Marketing from Tom Gayford. Tom will be located in the Melbourne Box Hill Office (MEA).

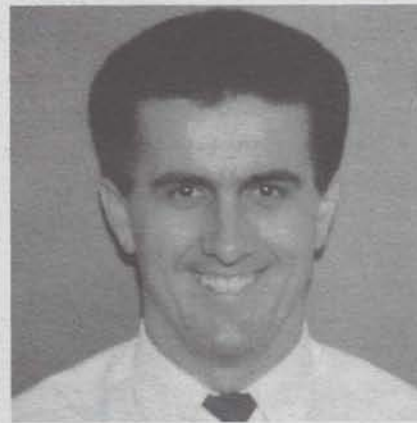


TOM GAYFORD, after many successful years in the trade-in business, will now devote all of his energies to marketing our Storage products — an area in which there is significant third party competition for disks and memory.

'Trader Tom' joined the company back in 1967 as PDP-10 Engineer, specifically to install the Melbourne Stock Exchange. At that time, now Regional Technology Consultant Max Burnet not only headed up the Melbourne office, but was the only Digit there! When the Stock Exchange project finished Tom became FS Manager for the Southern District. And during his time in Melbourne, he employed for Digital an engineer called Tom Juospaitis.

Tom, known for his jolly manner and outrageous pranks, has enjoyed every minute of that role, and though his new position will require a little more "formality", he is looking forward to the challenge in marketing our storage products.

Rumour has it that Tom Juospaitis will not take on the 'Trader Tom' title. "It's a hard reputation to live up to," he comments. "There really can only ever be one Trader Tom."



MIKE PATRONI recently moved to Sydney from Canberra where he was CS Business Development Manager for the ACT to take up the position of Hardware Product Services Manager with the Digital Product Services group.



CYRUS PESTONJI has been appointed CS Business Development Manager for SPR Desktop Services. Cyrus has a wealth of experience in customer relations and multi-vendor support from his previous role in Sales Support.



DALE CAMPBELL has joined Digital as a CS Product Manager in the Marketing group. Dale has extensive experience in marketing, most recently in the pharmaceutical industry and prior to that in Government services. ■

DECUS Goes Remote

The inaugural Remote Regional DECUS Seminar has been held in Darwin, bringing information to members who are not usually able to attend the main DECUS events like Symposia and Workshops.

With the appropriate theme of 'Communications', the event in late April was met with great enthusiasm and attended by 35 delegates from remote locations.

Covering a wide range of topics, five speakers gave the seminar some food for thought: the two Bruces — Hampton and Gow from ADO, Geoff Whelan and Lee Cameron from Sydney and Ian Richards from one of our top CSOs, Praxa. Their presentations included PCs, IBM and UNIX integration, and Imaging Technology on the Desktop.

Well-known wit, Regional Technology Consultant Max Burnet, once again enthralled the delegates with a retrospective look at communications methods.

DAO Sales Representative Alistair Long, supported by the energetic DAO staff, managed to gather enough equipment together to make up a small, but impressive exhibition featuring a VT100, a VAXstation, a DECstation and an Apple Macintosh PC.

The DECUS philosophy of interaction between members will be furthered by plans to conduct two remote seminars a year — one in April and another in November. If any office would like to be involved in this joint venture, contact DECUS Manager Carolyn Bennett. ■



STL'S GEOFF WHELAN demonstrates gear at the Top End.

Smoke-Free Zoning ... The Pressure's On

As of July 1, Digital in Australia will become smoke-free. If you're a smoker, this can be either devastating news, or a good reason to 'quit for life'. *Digitalk's* Klay Lamprell considers the options.

Confession time. I'm a ... gulp ... smoker. These days we seem to be outnumbered in droves — criticised in the press, dressed down by filthy looks in restaurants and told off even by our children.

I can understand it, I really can. Smoking is a dumb thing to do. It's bad for me, bad for the people around me, bad for the environment and expensive.

But, like many smokers, I have a love/hate relationship with my cigarettes. I know why I shouldn't smoke, but I enjoy it all the same.

In a few short weeks, we won't be able to smoke at work. Rather than throwing a withdrawal-driven tantrum in front of my workmates on July 1, I decided to give not smoking a test run.

I chose a Saturday to stop. From 7am to 10am was a breeze. "This is easy," I thought. "Just keep busy," I thought.

Then it got a little more difficult. I felt a bit dizzy, unable to concentrate, and slightly annoyed by anything and everything.

By 11:30am I had eaten everything in the fridge, drunk 14 cups of coffee, yelled at the goldfish and threatened my husband with legal action if he looked at me sympathetically one more time.

"Is this worth it?" I asked myself, and the answer was, "No." So I lit up, and enjoyed every moment of it.

I should have asked someone more objective.

Now I'm gearing up to quit for real. I want to, I really do. As long as I can do it without anxiety, without hardship, without putting on 5kg per week and without divorcing my husband.

I know there are lots of quit-smoking programs run by community organisations, hospitals and private clinics to help. They offer different methods, and above all, offer

support for the difficult time when you first stop.

But they also all say the big question is: do you really want to stop? If you don't want to, even knowing all the reasons why you should, nothing is going to make you. So the first stage is to be convinced that you want to stop.

I have to admit, I'm not convinced. So I called the NSW Cancer Council and the National (Australian) Heart Foundation. I wanted some cold hard motivational facts. I wanted a really, really good reason why not to have a cigarette after dinner.



They supplied me with all the cold hard facts I could want. Uppermost was the fact that I might not have a mouth to eat dinner with if I don't stop smoking. That was a pleasant thought.

They also sent me information on why I yelled at my goldfish — what happens to you when you quit. It was good to know that I wasn't being too melodramatic. It really isn't easy for some people to quit.

Quitting Wasn't Meant to be Easy

Their information says that up until the point of stopping, you have probably inhaled between 100 and 400 puffs of tobacco smoke every day and your body has got used to a constant supply of nicotine.

They say that at first you may get wide mood swings, you may feel light-headed,

unbalanced, unable to concentrate and you may want to eat a lot. I ticked all those boxes.

Then, they say, you may have stomach upsets, and possibly even a bad cough as the cleaning action in your lungs gets started. Well I never got that far, but I can't wait to reach that pivotal point.

They say you'll want to eat partly because smoking depresses your appetite, but mostly because of habit — you are used to putting into your mouth constantly.

In fact, they reckon that habit is an overriding factor in the difficulty of giving up smoking, more so than the physical withdrawal from nicotine. It's difficult to say how long it will take for that physical craving to disappear — somewhere between one day and a few weeks.

They say to try making a list of all the times you automatically light up so you can be aware of your 'danger spots': on the phone, in the car, after a meal, with a drink and so on. I started it, but eventually the pen ran out of ink.

Basically, they said, don't expect the worst, but don't be shocked when it happens. Giving up just ain't all that easy for some — and I'm one.

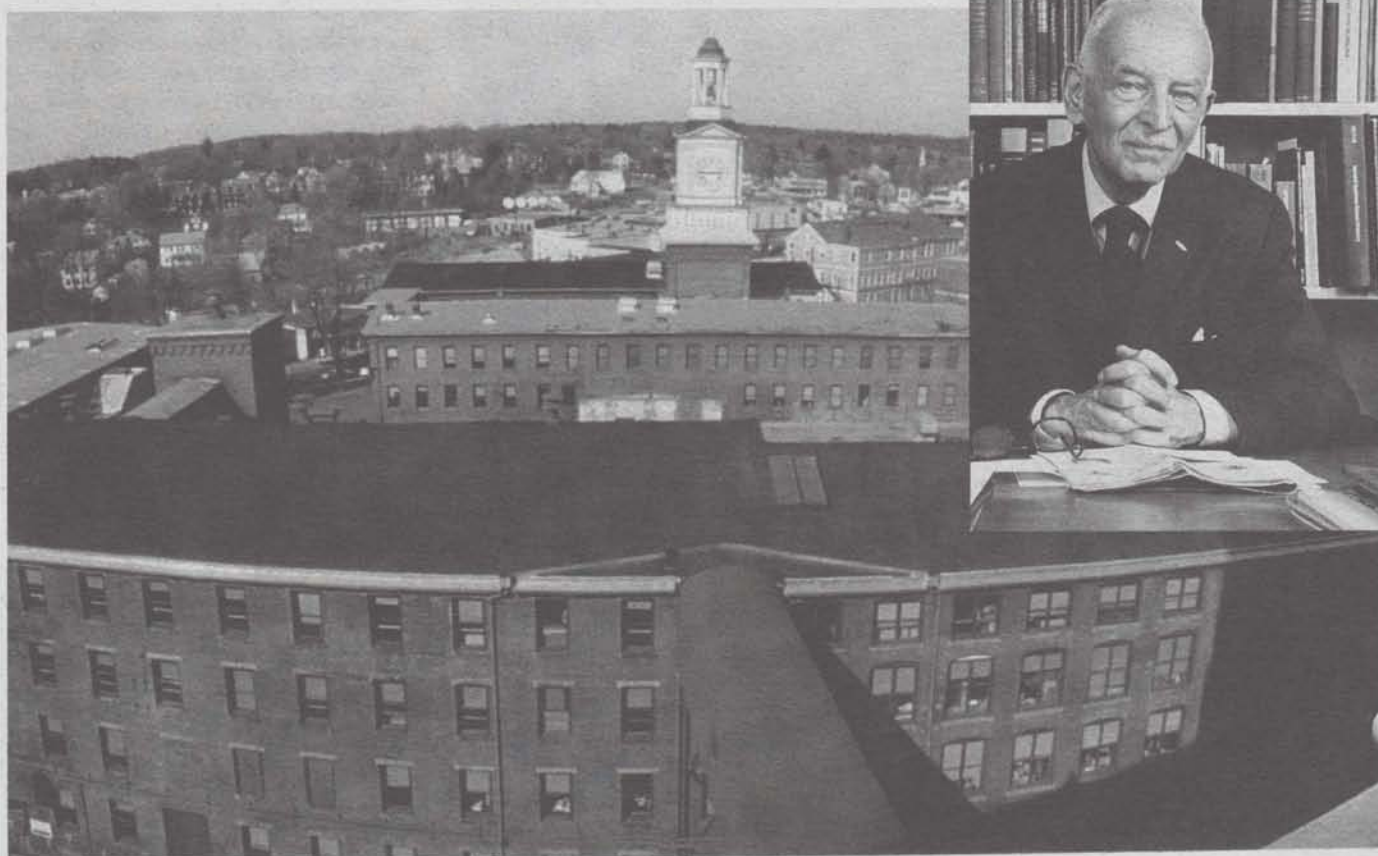
So now I have to get convinced. I have to go over the statistics, the medical facts, and believe that it all applies to me.

I'm not making any great declarations right here and now. But if you start to see some weird spelling mistakes or lots of blank spaces in *Digitalk*, you'll know I've given up smoking. Just please don't call to congratulate me — I'll probably sue you for harassment!

Digital is willing to reimburse the cost of attending any external quit-smoking program up to a total of \$A100. Regional Personnel's Anne Gripper has a list of quit-smoking programs for all Australian locations and she can also arrange your refund. Contact her on extension 5885, or write to her at SNO-8/2. ■

June In Digital's History

- | | | |
|---|---|---|
| <p>1962: Annual sales of the Corporation reach \$US6.5 million.</p> <p>1964: Subsidiaries formed in Australia and UK.</p> <p>1967: Max Burnet joins Digital and opens our Melbourne "office" — a single room at 445 St Kilda Road. Manufacturing of PDP-8 computers and peripherals is started in a Reading, England, facility.</p> <p>1969: European Headquarters opens in Geneva, Switzerland.</p> <p>1970: Total number of installed Digital computers passes 8,000.</p> <p>1971: First annual customer satisfaction survey is taken. First 'local' sale in New Zealand made — a PDP-11/50 computer to Bond and Bond.</p> <p>1972: Annual sales reach \$US188 million. Digital has 7,800 employees.</p> <p>1974: Maynard Industrial Park (pictured), better known as "the Mill", is purchased.</p> <p>1975: Max Burnet succeeds Dave Denniston as General Manager of Digital Equipment Australia. SPR's first customer training centre is established.</p> <p>1977: Digital breaks the billion-dollar-a-year mark in sales and has 36,000 employees.</p> | <p>1980: 50th VAX in SPR is sold. Digital, Intel and Xerox co-operate in Ethernet local network project. Corporation breaks the \$US2 billion in revenues mark.</p> <p>1981: The 100th VAX in SPR is sold. Digital's world-wide revenues clear the \$US3-billion hurdle.</p> <p>1982: Annual sales reach \$US3.9 billion. Employee population is over 67,000. Announcement of RA60 and RA81 disks and Digital Storage Architecture put Digital at the forefront in storage technology.</p> <p>1983: Annual world-wide sales reach \$US4 billion.</p> <p>1984: Australian revenues reach \$A116 million, placing Digital in the number two spot among the nation's computer vendors. Annual sales reach \$A5.6 billion. The company maintains 660 offices in 47 countries with 85,600 employees.</p> <p>1985: The company now maintains over 900 facilities world-wide, representing over 29 million square feet of space.</p> <p>1986: The Corporation rises in rank to number 55 on <i>Fortune</i> magazine's listing of the leading 100 industrial companies. Annual sales reach \$US7.6 billion. The</p> | <p>company now employs over 94,000 people, occupying over 31 million square feet of space.</p> <p>1987: General Georges Doriot (pictured), the man instrumental in the financing of Digital in 1957 and who later became a member of its Board of Directors, dies aged 87. Digital and Cray Research announce a co-operative agreement. Annual sales climb 24% to \$US9.39 billion for FY87, with net income up 84% to \$US1.14 billion.</p> <p>1988: SPR Edu Services opens Customer Training Centre at Milsons Point (SMP). SPR Sales establishes new Western and Federal Government Districts. New position of Australian Sales Manager is announced and accorded to Tony Baynes. Annual revenues rise 22 percent to \$US11.5 billion for FY88, with net income up 15 percent to \$US1.3 billion. Digital now employs 121,500 people in over 1,100 facilities world-wide.</p> <p>1989: Digital's annual revenues grow to \$US12.7 billion for FY89 — 55% outside the US — with net income at \$US1.07 billion, and a work force of 125,800 people. ■</p> |
|---|---|---|



Blame It On Rio

INTEGRATED SOLUTIONS MANAGER Tom Schwarz (pictured front row, second from the left) has seen some weird and wonderful places in his travels around the world as an instructor for Edu Services.

You may remember that Tom was 'our man in Beijing' when political unrest in China came to a head in May of last year. Before that, Tom was conducting training sessions in Seoul when the students were rioting, and had to abandon class for the morning whilst the nation watched the previous president of South Korea apologise for his mis-deeds.

The latest in Tom's touring tales is his visit to Brazil. Just days before he was due to leave for training sessions in sunny Rio de Janeiro, Brazil had voted in a new president on the platform of social reform. President Collor's first act, on day two of office, was to stem the country's hyperinflation (running at 400% per month) — by freezing all bank accounts



and money markets assets — giving zero liquidity and zero inflation!

This made for a certain amount of unpredictability during Tom's trip — with the official, published blackmarket exchange rate varying, from Cr. 35:1 to 70:1 to 58:1 per \$US during the space of the three-week trip.

Apart from not knowing who would accept what currency for how much, Tom found the other realities of South American life, like Ipanema and Copacabana beaches, not half bad!

Pictured is Tom with his class in business attire — Brazil (Atibaia) style! ■

Career Milestones

This is an extremely active and challenging time for the computer industry as a whole. Fortunately for Digital, we attract bright, energetic people who thrive on challenges. Next month, some of those people will celebrate the anniversary of their years of contribution to the company's success. Congratulations to them.

FIFTEEN YEARS AGO next month, Gary Gosden and John Bolton joined Digital. Not only did they both join as FS Engineers, and both join the Adelaide office, but they also joined within a week of each other. If you believe in fate, the 'Gary and John' story is a link that was meant to be!

Some 25 years ago, Gary and John joined the Royal Australian Navy on the same day, and discovered that they lived just around the corner from each other. They became good friends and through a social occasion (some would call it 'a blind date'), organised by Gary, John met and married Gary's sister's best friend.

When they left the navy, it was John who saw an advertisement for a FS Engineer for Digital in Adelaide and told Gary about it. Gary went for the interview and found out that ADO in fact needed two engineers. John also applied, they both got the job and the rest is Digital history.

Though John is now based in Sydney and Gary has remained in ADO, the two are still friends and get together whenever possible. ►

Fifteen-Year Recipients

John Bolton, STL CS
Gary Gosden, ADO CS

Ten-Year Recipients

Quyet-Tien Le, SNL CS
Paul De Groot, SNH SWS
Tony J Graham, SNL CS
Robyn Smiley, SNO FA
Warren George, STL CS
Eunice Nolan, SNO FA

Five-Year Recipients

David Street, SNM SWS
Peter Ward, SNM SWS
Jodie Noble, SNM Sales
Robert Lee, SNO FA

Lorraine Smith, SNO Personnel
Ashley King, SNL Operations
David Lillyman, SNL Operations
Gary Blackman, SNA Manufacturing
Elizabeth Colman, SNL CS
John Hunt, BBO Sales
Marie Lloyd, ADO Sales
Roy Archibald, BBO Sales
Chris A Russell, MEO CS
Helen Thom, SNO FA
Joseph Zangara, BBO Sales
Peter Scott, MEO Sales
Sarah Black SMP EDU
David Hollyman, WEO CS
Rhonda Milne, SNH Sales
Kent Watson, SNO FA
Richard Bluett, CCO CS ■



JOHN BOLTON (left) with mate-of-many-years, Gary Gosden.

World Update



A fire has destroyed the Crescent facility (UCG) at Basingstoke in the UK — headquarters for the UK's Customer Service business. All 400 employees were evacuated and no injuries reported.

The cause of March 6 disaster has not yet been determined, though at this stage it is believed to have been an electrical fault.

A major investigation is underway to discover why the blaze spread so rapidly in spite of sophisticated counter-measures.

The use of off-site back-up systems helped save much valuable data and the use of Digital's networks ensured that systems were able to be back on air within hours. The successful relocation of the 400 UCG Digits also helped to make sure that business was not badly affected.

Our Board of Directors has authorised the open-market purchase for cash of up to five million shares of the company's common stock.

This represents approximately 4.1% of our outstanding shares. The total number of shares of common stock outstanding, as of April 20, 1990, was 122,066,922 shares.

Jim Osterhoff, Vice President Finance, says, "We believe the current market value of Digital stock does not reflect the underlying strengths of the company — its customers, products and the markets it serves, as well as its strong financial position.

"Our investment decision reinforces management's long-term commitment and confidence in Digital's future. This is an opportunity to build further shareholder value."

We have already repurchased 18 million shares of our common stock on the open market for \$US2.1 billion in cash over the last several years.

According to Regional Finance Manager John Lamb, "The significance of this decision is that it improves the earnings per share ratio, which is one very important determinant of market value."

A White House proposal to substantially ease controls on 40 of 120 product categories currently under export restrictions, would give certain Eastern European countries access to our VAX 800 amongst other mainframe computers.

The use of these mainframes could rapidly improve Eastern Europe's performance in banking, airline reservations and light industry.

Under the terms of the proposal we could sell our MicroVAX 3000 line in areas previously limited to five-year old MicroVAX II computers.

After two years of development we are ready to release, with Apple Computers, the first set of VAX-to-Macintosh connectivity products — a result of our joint agreement signed in 1988.

Designed as an integral part of Network Application Support (NAS), the new products — DEC LanWORKS software for Macintosh computers and SQL/Services for Macintosh — enable Apple's Macintosh computers and AppleTalk networks to work together with our VAX systems and DECnet/OSI networks.

Customers will be able to use VAX computers to act as servers to Macintosh clients in local area networks, let Macintosh computers tie directly into DECnet networks, or use DECnet wide area networks to join a number of separate AppleTalk local area networks. These examples of interoperability will remain transparent to users.

Digital's increasing involvement in the cellular communications industry (see last issue), has taken a further development with the sale, in April, of a VAX 9000 Model 410 to one of the fastest growing companies in that industry.

Cellular One, a US company that operates in a high-transaction, high-volume environment, will use the VAX 9000 system for their customer service, accounts receivable and billing facilities. The system will support a call volume anticipated to reach over 35 million records per month in the next five years.

Our first Supercomputing Technology Centre (STC) has opened in Marlboro, Massachusetts.

The new centre provides resources and support for our customers and CSOs (Complimentary Solutions Organisations) who want to vectorise, accelerate and test supercomputer applications which already run under our VMS or ULTRIX operating systems without the vector option.

Current benchmark tests of applications on vector-processing VAX 6000 and VAX 9000 systems at the Marlboro STC indicate application performance levels that are up to three, to over ten times faster than processing without the vector option.

Resources provided by the Marlboro STC include engineering experts disciplined in software, applications, hardware and systems, as well as mathematicians.

We plan to open additional centres worldwide, with the next three slated for Houston, Texas; Valbonne, France; and Los Angeles, California.

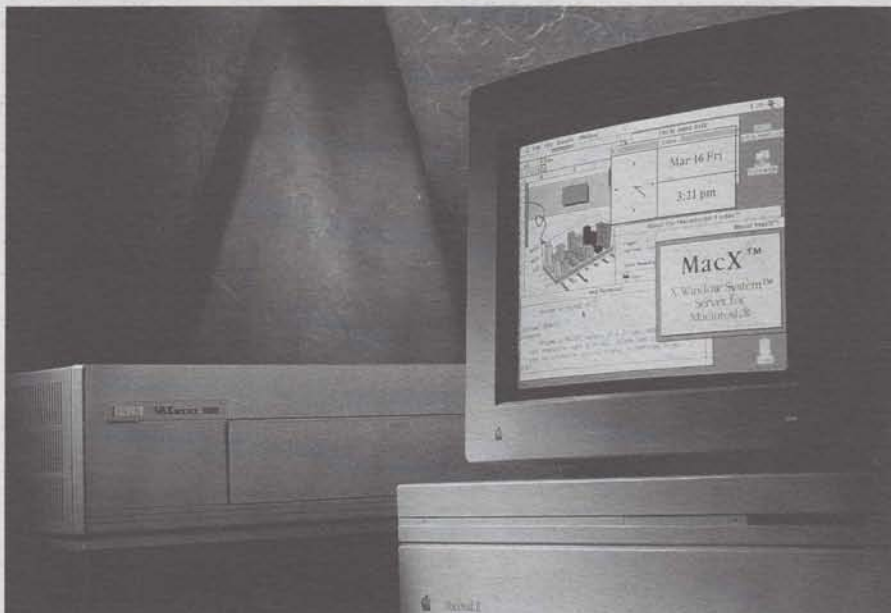
More than 1,000 Chrysler Motors engineers in fifteen manufacturing locations in the US and Canada will soon be using two VAX 9000 Model 210 mainframe computer systems.

These systems will provide the upward growth needed to support design for manufacturability and local area and wide area DECnet/OSI networking throughout Chrysler.

The mainframes will also be used for: developing advanced manufacturing methods, tooling and manpower requirements; on-line communication with manufacturing plants and tooling vendors; and integration with product engineering.

Due to the explosive systems growth within Chrysler Motors Advanced Manufacturing Group — 500% since January, 1987 — Chrysler needed to increase current computing systems capacity.

The VAX 9000 Model 210 processors will increase CPU performance by 150% and provide a 60% increase in disk storage. Chrysler plans to install the first system next month and the second system by the end of 1990. ■



Sydney Social Club Charity Raffle

Here's your chance to win a fabulous adventure holiday for two, and donate your money to some worthwhile causes at the same time.

For a ticket price of \$A5, you could win a trip to New Zealand valued at \$A5000. Grab the opportunity to fish for trout at the famous Huka Falls, take a helicopter flight across thermal regions and towering rain forests, soar in a hot air balloon and go white water rafting amidst some of the most outstanding scenery in the world.

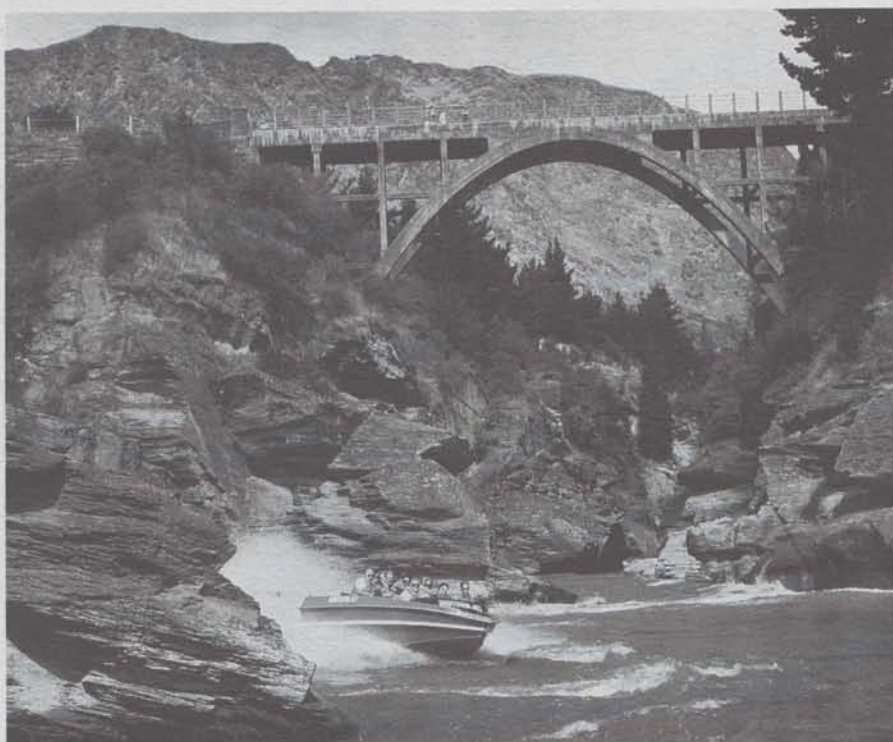
Add to this some golf and swimming at the beautiful Puka Lodge on the North Island's east coast before flying north to the historic Bay of Islands, and the trip becomes a holiday of a lifetime.

If you're a NZ Digit, you'll know what a tremendous prize this is, giving you also a chance to experience your country in a way you may never have done before.

All proceeds will be donated to St Vincents Hospital's Bone Marrow Transplant Unit, to the Smith Family and to the Multiple Sclerosis Society.

The raffle closes when all 2000 tickets are sold or by July 31, 1990 — whichever comes first.

To enter, just send the coupon below to Michael Nicholls at SNO-2/1, enclosing a cheque in Australian dollars only. Cheques should be made payable to Digital Social Club — Sydney. ■



I would like _____ tickets at \$A5 each in the raffle for a holiday in New Zealand.

Name: _____

Mailstop: _____ Badge Number: _____



Q How do I create my own dictionary?

A The first time you access Spell Check and choose the ADD option from the strip menu, it automatically creates a personal dictionary for you. The personal dictionary

and the British dictionary are always open.

Whenever Spell Check stops at a word that you would like included in your personal dictionary, just use the Add option and the Spell Check will then have a record of that word.

To use Spell Check, use the SC option from either the WP or EM menu. Or if you only want to check a portion of the document while editing, press the Sel key on the mini keypad on the right hand side of the keyboard, move to the end of the area you want to spell check (the line, paragraph, page etc) and then type **GOLD S**.

Q How do I create a Bookmark?

A A Bookmark allows you to mark your place in a document and file it. When you return, ALL-IN-1 searches and stops when it is found. Bookmarking helps you find your place quickly in long documents.

To create a Bookmark, access the UD (User Defined Processing) option from the WP (Word and Document Processing Menu). Use the create option and give it the name BOOKMARK. When you are in the editor, type

the following:

```
***BOOK(SPACE)MARK*** (SPACE) (SEL)
(BACKUP)(WORD)(WORD)(BOLD)(GOLD F)
```

File out of the editor by pressing Exit or type **GOLD F**.

Create a second User Defined Process and call it REMOVE. When you are in the editor, type the following:

```
(GOLD),***BOOK(SPACE)MARK*** (SPACE)
(RETURN)(SEL)(WORD)(WORD)(CUT).
```

File out of the editor by pressing **Exit** or type **GOLD F**.

To place the Bookmark in a document while editing, type **GOLD U**. Type in the word BOOKMARK and press **RETURN**. ALL-IN-1 inserts the Bookmark at the cursor and then files the document.

To search for a Bookmark while in a document, type **GOLD U**. Type in the word **REMOVE** and press **RETURN**. ALL-IN-1 finds the Bookmark, erases it, and leaves the cursor in its place.

When you invoke the UDP, BOOKMARK, ALL-IN-1 inserts the words *****BOOK MARK***** at the cursor and automatically files the document. The Bookmark remains in your documents until you invoke the UDP, REMOVE. ■

OVERSEEN ON A SATURDAY NIGHT: a bandful of Digits proving to be just that for hostesses Jan Chin (Marketing) and Yvonne Linaban (EIC). The pair's formal fancy-dress party started out subdued enough — and that's how our intrepid photographer found Marlene and Ruston Regional ESI-Manager Kanga and Laurie EIC-Field-Marketing-Manager Wong and wife Irene.

It wasn't long, however, before everyone was bending over backwards to have even a better time. At right/top, SNO Facilities' Tracy Hinson showed a flair at the limbo rock only to become victim of sibling rivalry when her brother Walter (bottom) showed how low he could go!



★ ★ ★

Life begins at zero. Before this month ends there'll be a new birthday in it for the Shorter family, Regional Customer Services Manager Graeme and his wife, Channels Secretary-and-now-maternity-leaver Glenys. Glenys' first bubs should arrive before July does, and we wish both expectant parents and imminent, eminently cute Cancerian all the best!

★ ★ ★

We heard of a Digit at STL who must be the epitome of bad luck: The day he bought a lifetime pen, it broke. Then the artificial flower on his desk perished and, to top off a particularly poor day, he arrived home only to discover his watchdog had been stolen! Believe it, or not.

★ ★ ★

Here's a twist on tales about car drivers who have difficulty making the transition from automatics to manual transmissions... One SNO Marketeer has gone in *reverse*, needing a refresher course on automatics after years with a stick shift and her (*there's a clue*) ears tuned to revs, double-shuffling, flinging her left arm about and scratching in all four gears. Now, it seems, she can't drive and sit still at the same time.

★ ★ ★

Recent *Digitalk* articles about the environment and the fact that we now print on recycled material have hit a green spot in readers far and wide. Thanks to everyone who has told of us their support. Maybe if there's enough of you out there we can prove Holbrook Jackson wrong. Who is Holbrook Jackson? He's the author who said, "The great revolution of the future will be Nature's revolt against man."



★ ★ ★

Overheard in an SNO lift when a commuting Digit arrived late: "Train drivers should be given daily doses of free prune juice. Maybe *then* we'd have trains that run regularly."

★ ★ ★

Seen the Australian telly commercial about the lady who hears her name in a radio contest while driving home in her car? You know the one, where she has only scant minutes to ring the station and opts to pass one public phone booth after another on her way home, only to arrive too late to win her prize? Yeah, she's the one: the twit who doesn't know that nine out of ten phone boxes now work.

A member of an industry magazine says the lady's not as silly as the ad would have us think. He fed sixty cents into a public phone recently only to have the line drop out twice within seconds of the other end answering.

When he drove to another phone booth, he found its dial didn't work. At a third one, Mr Bell's machine wouldn't accept the coins. Number four and his call went through — only the other party couldn't hear a word he was saying cum screaming.

We don't know if the fifth telephone worked or not, but we do know the reason he was using public phone boxes in the first place was that his home phone was out of order.

★ ★ ★

One major competitor of Digital's who shall remain nameless released a press statement saying a recent reorganisation meant that the business was now on a solid foundation. We thought "on the rocks" might be more appropriate.

★ ★ ★

Sydney: beautiful one day, submerged the next. A SNO Digit entered Reception on a particularly rainy Sydney morning wearing sunglasses. When asked why, he replied: "They protect my eyes from umbrellas."

★ ★ ★

Thought for the month: how come, if necessity is the mother of invention, so much unnecessary stuff gets invented?

★ ★ ★

What unnamed Regional Security Manager reportedly lost his most-sacred-of-all possessions — yup, his Digital badge — and spent the better part of a Friday afternoon searching through SNO's rubbish bins for it?

★ ★ ★

★ ★ ★

A Pat on the Back to Regional Sales Support's Network Specialist Gary Junee, who brought to our attention a colourful chapter in Max Walker's book *How to Tame Lions*.

Ex-Test cricketer, author, speaker and genuine-good-bloke, Max wrote about his chairing our FY86 Sales Conference at Uluru nee Ayers Rock, using the occasion to relate his journey up the Rock with Conference attendees. Making special mention of our EIS crowd who installed a VT220-Z atop Uluru to register Conference conquerors, Max wrote:

"The special systems group was part of a very successful computer company. Yes, you won't believe it, but after a lot of blood, sweat and tears, these guys were able to set up a video terminal and keyboard right on top of the Rock. Obviously, it was a battery-powered unit, connected to a computer at the base of the Rock by radio.

"The theory being, each time a successful challenge was mounted, the person's name was personally entered into the keyboard, checked on the monitor and transmitted to the printer at car-park level, thus documenting the climb in the form a two-colour certificate.

"I really do admire those guys who lugged the very heavy battery, keyboard, inverter and monitor all the way up to the Rock's peak — not only are they fit, they're bloody mad!

"They used the aid of darkness to knock off the (Sheraton Yulara Hotel) porter's two-wheel trolley, as well as his card table...that could even still be up there, eh?"

Max's description doesn't end there by a long shot, and makes for hilarious reading, even more so if you were there four years ago! Thanks to Gary for passing it on, and thanks to "Tangles" for the free plug!

★ ★ ★

**FROM WHENCE IT CAME, we know not.
We only know we'd be doing a great dis-
service if it wasn't published for
posterity (not to mention for new hires):**

THE DIGITAL DRINKING PLEDGE

I will not drink.
But if I do,
I will not get drunk.
But if I do,
It will not be in public.
But if it is,
I will not pass out.
But if I do,
I will fall face down
...so my badge won't show.

Krystyna Cooper's article 'Byting the Dust' — the story of WGO CS Engineer Paul Stewart's misfortune with a laser printer — which we published last issue — was reprinted with kind permission from *Electronics Today International*.

★ ★ ★

Conference rooms are not everyone's idea of the best place to hold a meeting. A certain member of the Law Department was seen engaged in deep conversation with a Digit as they stood just outside the Tower one lunchtime. Half an hour later, the meeting was still at hand. Another half hour later, our convivial lawyer was in the same spot, but deep in conversation with another Digit.

The next day, said legal eagle was seen again in conversation near the shops, and was still there, with the same Digit some 20 minutes later!

★ ★ ★

Overheard in Regional Accounts: Running into debt isn't so bad. It's running into creditors that hurts.

★ ★ ★

Oops from last issue. Apologies to Louise Ephraums who, undoubtedly to the surprise of her husband Patrick and her new daughter Rebecca, became *Louis* Ephraums in the 'Overheard' section.

★ ★ ★

While we're doling out the pats on the back, we have to give one to SMP Edu Instructor Sarah Black.

If you've attended one of Sarah's courses, you'll know already that know's that she has the ability to make even an IPR sound interesting. Donna McRae, Sales Information Manager with the Sales Operations group, has recently given Sarah rave reviews in an Em.

★ ★ ★

A MEO Secretary recently returned to work from sick leave to have surgery. When asked about whether or not her scar would show, our single Digit replied, "My doctor said that's entirely up to me."

★ ★ ★

Speaking of Digits: The headline in a recent Sydney *Mirror* newspaper read "**All Hands on Deck for Save Digits Day.**"

Was "Deck" a misprint? Are employees at risk? No, rather an innocuous story about a campaign to reduce amputations and injuries sustained by workers in factories, mines and the like. SNO Facilities Supervisor Mike Duffy thought the headline was worth showing *Digitalk*. We have to hand it to him.

★ ★ ★

We've been told by one Regional Manager that being the boss isn't all it's cut out to be. Afterall, what fun is it to come in early just to see who comes in late? ■



Simply the Best

Platinum would like to thank you for the planning, preparation and presentation of Digital's DECwrite product.

The presentation was both interesting and informative, and certainly impressed your audience. So much so in fact, that we will probably not evaluate other products now. The product's functionality was comprehensive, and covered almost all our requirements.

We look forward to using DECwrite as the standard tool in our Communications Division.

Scott Mason

Director

Platinum Computer Services

Addressed to Bid Operations Manager (SNM)

Julie-anne Carr.

Hey Jude!

On behalf of GEC I would like to thank you for the considerable assistance you and your colleagues have provided in resolving the I-DEAS and INTERLEAF problems with the VAXstation 3100 purchased from VIPAC.

It is only through your assistance that we have been able to resolve these issues, a fact which I have taken up separately with VIPAC.

Graham Honeywill

MIS Manager

GEC

Addressed to SNE CS Service Delivery Unit
Manager Jude Jacobs.

Welcome
Aboard

Michael Dwyer, Site Services Specialist, MEO
Kate Lynch, Regional Secretary, SNM
Paul Vescio, Purchasing Specialist, SNL
Dale Campbell, Marketing Specialist, STL
Darrin Rogers, SWS Specialist, STL
Gordon Cowser, SWS Specialist, STL
Glenn Casey, SWS Specialist, STL
Eric Dadios, EIS Technician, SNA
Yolanda Morabito, Clerk, SNO
Leoney Hastie, Regional Petty Cashier, SNO
Teresa Higgins, Assembler/Tester, SNA
Bo Zou, Assembler/Tester, SNA
Margaret Briffa, Inventory Control Planner, SNL

Inside

3 Turning Good Ideas into Good Policy

Digits rally to the "I Want to Contribute" cause with ideas to simplify the loan equipment process.

4 How to Win Friends ...

... and influence people at ATUG '90, where our presence with OSicom pays dividends.

7 Goodbye IPR. Hello LVO

A new, easier system has taken the hassle out of day-to-day purchasing.

9 Quitting for Work ...

... and perhaps for life as smoke-free zoning comes into effect for all Australian Locations.

digital

Digitalk, the official magazine for Digital Equipment Corporation's employees in the South Pacific Region (SPR), is published by Digital Equipment Corporation (Australia) Pty Limited, Corporate Communications. Publisher: Stephen De Kalb. Editor: Klay Lamprell. Assistant Editor: Simon Mansfield.

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All contributions are welcomed.

Please send photographs, stories and suggestions to:

Digitalk, SNO 10/1.

Tel: (02) 412 5268

Fax: (02) 412 5316

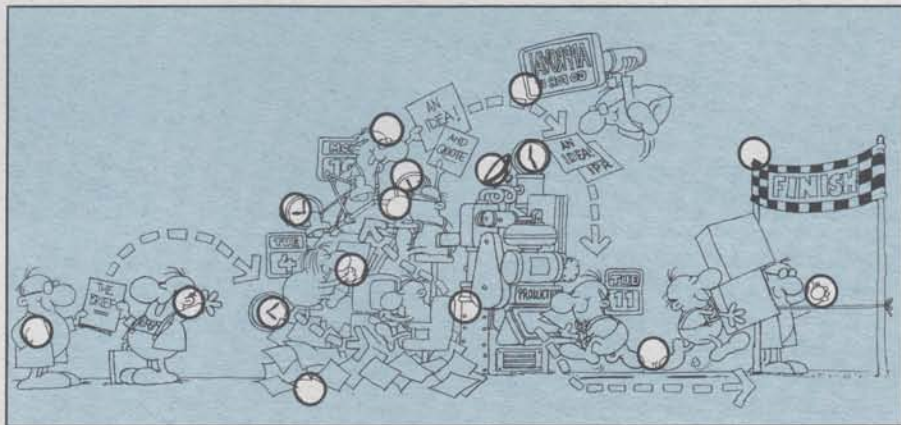
Spot the Four Extra Differences!

It certainly is an oldy but a goody! The first of some 200 entries to our April issue 'Spot the Difference' competition began rolling in just hours after the magazine was distributed!

And we discovered then what some of you already knew — that there were in fact 16 differences, rather than twelve. A printing error blacked-in the hands of the clocks in the second picture, adding a further four differences to the 12 we had planned.

In all fairness, we've decided to award two prizes. SNL CS Engineer Rodney Seeto, who found 12 differences without the clockhands, and SNO Pay Office Controller Denise Lehmann, who found all 16 differences, will each receive dinner to the value of \$A100 on *Digitalk*.

We should also mention a special contribution from Dirk Van Liederkerke, the editor of *Digitalk's* counterpart in Brussels, *DEC Bel MAIL*. Though *Digitalk* contests are only open to SPR employees, we appreciate Dirk's effort and it's great to know that the magazine is read so widely! Thanks also to all the SPR Digits who entered.



Digi-Trivia

"Get your facts first," said Mark Twain. "Then you can distort them as much as you please."

In the interest of getting the facts straight, here's another chance to play multiple guess and — who knows? — maybe win a dinner to the value of \$A100, compliments of *Digitalk*.

Circle your best guesses and send your entries to *Digitalk*, SNO-10/1, by July 9.

- What is the name of Digital's internal computer and communications network?
 - DECnet
 - EASYnet
 - OSicom
- How much \$\$\$ is spent on electricity at SNO per month?
 - \$A12,000
 - \$A19,000
 - \$A25,000
- Speaking of SNO, how much \$\$\$ is spent on telephone bills in the Chatswood area per month?
 - \$A69,000
 - \$A16,000
 - \$A6,900
- How many square feet (approximately) of space do we occupy in SPR?
 - 591,800
 - 59,180
 - 5,910
- What computer system was the first truly "local" sale made by Digital in New Zealand?
 - PDP-10
 - VAX-11/780
 - PDP-11/50

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MAX BURNET
CORPORATE RELATIONS MANAGER
SNO 8